

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 115,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into five segments: Chemicals, Performance Products, Functional Materials & Solutions, Agricultural Solutions and Oil & Gas. BASF generated sales of €64.5 billion in 2017. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (BAS).

## Key financial figures 2017

Million €	2017	2016	Δ%
Sales	64,475	57,550	12.0
EBITDA	12,724	10,526	20.9
EBIT before special items	8,328	6,309	32.0
EBIT	8,522	6,275	35.8
Income before taxes and minority interests	7,800	5,395	44.6
Net income	6,078	4,056	49.9
Earnings per share (€)	6.62	4.42	49.8
Adjusted earnings per share (€)	6.44	4.83	33.3

## Outlook 2018

For 2018, we expect the global economy and chemical production to grow at roughly the same pace as in 2017. We assume an average price of \$65 for a barrel of Brent blend crude oil and an exchange rate of \$1.20 per euro. In this environment, we aim to continue to grow profitably and slightly increase the BASF Group's sales and income from operations (EBIT) before special items in 2018. This forecast takes into account the agreed transactions with Bayer and Solvay. In contrast, it does not include the intended merger of our oil and gas activities with the business of DEA Deutsche Erdoel AG and its subsidiaries.

Economic environment 2018:

- Growth of gross domestic product: +3.0%
- Growth in industrial production: +3.2%
- Growth in chemical production (excl. pharmaceuticals): +3.4%

### Forward-looking statements

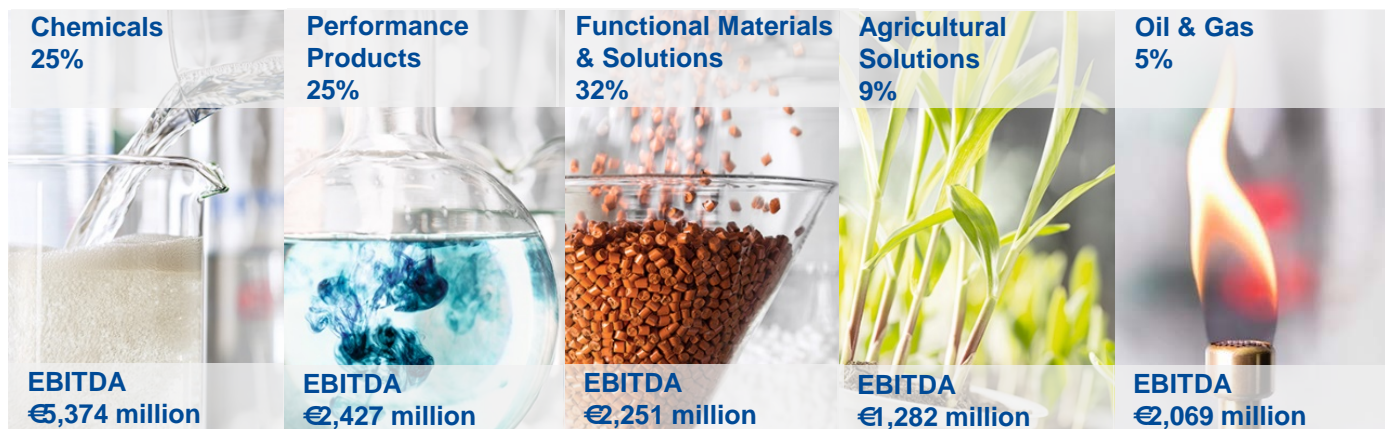
This factsheet contains forward-looking statements. These statements are based on current estimates and projections of the Board of Executive Directors and currently available information. Forward-looking statements are not guarantees of the future developments and results outlined therein. These are dependent on a number of factors; they involve various risks and uncertainties; and they are based on assumptions that may not prove to be accurate. Such risk factors include those discussed in the Opportunities and Risks Report from pages 111 to 118 of the BASF Report 2017. BASF does not assume any obligation to update the forward-looking statements contained in this factsheet above and beyond the legal requirements.

## Financial calendar

- **Friday, May 4, 2018**  
Quarterly Statement  
1st Quarter 2018
- **Friday, May 4, 2018**  
Annual Shareholders' Meeting  
2018
- **Wednesday, May 9, 2018**  
Dividend payment
- **Friday, July 27, 2018**  
Half-Year Financial Report  
2018

## Percentage of sales per segment 2017\*

\* Not depicted here: Other 4% of BASF Group sales and EBITDA €(679) million

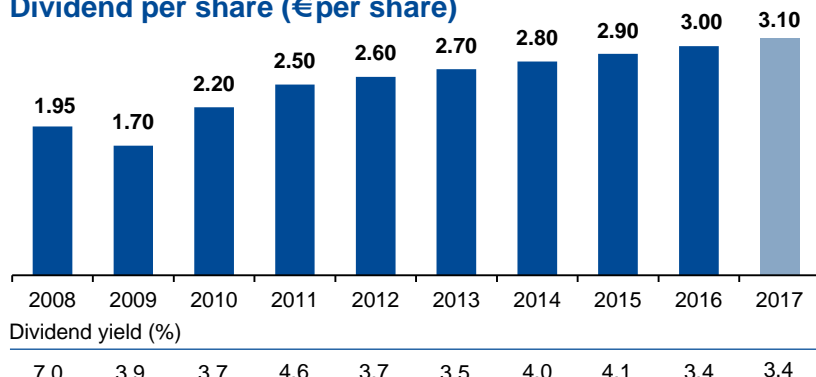




## BASF shares – an attractive investment

- Growth above chemical industry average – driven by innovative and sustainable products and solutions
- Broad and resilient portfolio – with global market access and strong customer relationships
- Unique Verbund concept – competitive advantage based on integrated sites, operational excellence and best-in-class technologies
- Earnings growth and strong cash flow generation
- Long-term value creation with progressive dividend policy

## Dividend per share (€per share)

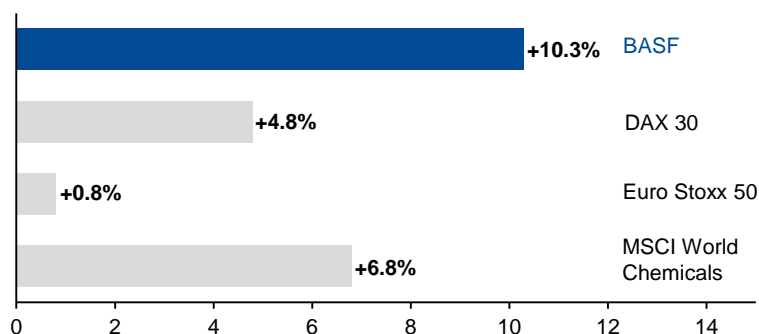


## Dividend policy

We stand by our ambitious dividend policy and offer our shareholders an attractive dividend yield. We continue to aim to increase our dividend each year, or at least maintain it at the previous year's level.

## Long-term performance 2007–2017

(average annual increase with dividends reinvested)



## Key BASF share data

Market capitalization*	€84.3 billion
Share price*	€91.74
Year high 2017	€97.46
Year low 2017	€79.64
ISIN	DE000BASF111

\* As of December 31, 2018, close

## Shareholder structure

With over 500,000 shareholders, BASF is one of the largest publicly owned companies with a high free float.

An analysis of the shareholder structure carried out at the end of 2017 showed that, at around 20% of share capital, the United States and Canada made up the largest regional group of institutional investors. Institutional investors from Germany accounted for around 11%. Shareholders from the United Kingdom and Ireland hold 12% of BASF shares, while investors from the rest of Europe hold a further 17% of capital.

Approximately 29% of the company's share capital is held by private investors, nearly all of whom reside in Germany. BASF is therefore one of the DAX 30 companies with the largest percentage of private shareholders.

## Analysts' recommendations

Around 30 financial analysts regularly publish studies on BASF. The latest analyst recommendations for our shares as well as the average target share price ascribed to BASF by analysts can be found online at [basf.com/analytestimates](https://www.basf.com/analytestimates).

58% Buy

38% Hold

4% Sell

As of January 31, 2018

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**BASF**  
We create chemistry